To whom it may concern,

I am a versatile and enthusiastic manager and business entrepreneur with in-depth experience in sales, fund raising and business development. I have personally negotiated and closed projects in a diverse range of cultures and markets. I have extensive experience in managing, leading and motivating others in both business and military environments.

I am looking to expand my skills while offering my business experience and leadership skills to contribute to an international firm in the areas of sales management, business development, negotiations and deal closure. I am willing to travel as required, and work under strict deadlines and pressure to achieve sales and business objectives, as well as relocating to other countries in the Asia Pacific region as necessary.

I look forward to discuss this opportunity with you.

Thank you,
Yehonatan (Jonathan) Cohen

Yehonatan (Jonathan) Cohen. Mobile: +65 92317065. Email: yehonatanco@gmail.com

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Residence: Singapore
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PROFESSIONAL EXPERIENCE

Kentaura Pte Ltd, Singapore (January 2011 - present)
Co-Founder, Managing Director and COO

Co-founded an online sports gaming start-up. The company was founded in Singapore, in January 2011. The company's products are played collaboratively by multiple users on various platforms (Mobile phones, tablets and web) leveraging the scale of social network platforms. Focusing on development, art, product design and marketing departments the company employed 15 professionals based in Singapore and a few overseas (UK and Israel).

My function and Role:

- Fund raising - the Company raised US$2.5 million. I was responsible for raising more than 50%
- Business Development - including establishing and identifying new opportunities and business collaborations internationally, mainly in Asia Pacific, USA and Israel
- Participated in developing strategic business, marketing and sales plans
- Managed P&L, financial projections and various agreements (e.g investments and option schemes)
- Project and product management and design
- Liaise with shareholders and business partners including presentations to investors, Venture Capitals and other private and government entities
- Day to day management of the team leaders
- Coordinate and manage the legal, auditing, tax and accounting consultants
- Operational management including suppliers and purchasing

Gobea Group, Singapore & Israel (September 2013 - present**)**
Co founder, APAC business development and sales

Consultancy firm specialized in Agri and Aquaculture projects and technologies. Currently the group initiated and is involved in few projects in China and Cambodia, in the fields of greenhouses, aquaculture, dairy farm and processing plant. The group partnered with one of the largest Israeli EPC developer, in APAC activities.

My function and Role:

- Sales and negotiation – developed and participated in developing strategic business plans and proposals
- Business Development - including establishing and identifying new opportunities and business collaborations in APAC. Identified and initiated 3 projects
- Liaise with business partners including presentations to investors, Venture Capitals and other private and government potential partners

Global CST, Israel (2010)
Executive, reporting to the President

The company specialized in strategic security and civic solutions for governments, international organizations, institutional and official groups around the world. Reporting directly to the President of the group, I was involved in the sales, process and execution of confidential projects internationally.

My function and Role:

- Sales, negotiation and maintain rapport with business partners
- Projects planning
- Operational management

Balter, Goth, Aloni Attorneys at Law, Tel Aviv, Israel (February 2006 – 2010)
Associate Lawyer, International Commercial Department, M&A and Commerce

One of the largest commercial law firms in Israel. I started as an intern and was promoted to an associate. In this position I worked with and reported directly to the managing partner of the International Commercial and M&A department where I oversaw a team of associates and independently lead transactions.

My function and Role:
- Negotiated structure and finalizing business transactions in diverse fields
- Participated and advised on M&A transactions
- Advise numerous clients and directors of various companies with regard to commercial and tax matters, at CEO and shareholder level meetings
- Consultation regarding Banking and Financing

Achievements:
- "Johnson & Johnson" – acquisition of "Omrix"; acquisition of "Colbar Life science"
- Numerous international and domestic mergers and acquisitions
- Special experience in aviation, including purchase of commercial aircraft. Customers included commercial and private airlines and manufacturers such as Gulfstream
- Negotiated multi-million dollar capital raising for several companies

The Prime Minister's Office (2003 - 2006)
Team leader

The position required a high level of responsibility (mental and physical) under pressure

New York Security Company, *N.Y.C, N.Y, USA* (2000 - 2001)
Manager
Private company specializing in security
- Sales and marketing
- Field and technical work

Palty Consultants Inc, *Haifa, Israel* (1999 - 2000)
Purchase and Operation Manager

- Purchasing, negotiations and logistics for a start-up company in the field of bio-technology

EDUCATION (2011 – 2005)

The Interdisciplinary Center Herzliya (IDC)*, Israel*
- L.L.B – Batchelor of Laws
- B.A Business Management. Major in Finance

Certifications
- Certified lawyer/advocate by the Israeli Chamber of Law - May 2007
- Member of the Israeli Bar Association - February 2006

Languages
Hebrew - Fluent; **English** - Fluent; **Spanish** - Basic

MILITARY SERVICE (1995 – 1999)

Officer in the paratroopers (Major)
- Paratrooper Company Commander (Hod Company), Second-in-command (Hod Company)
- Platoon Commander (Paratrooper)
- Participant in Pilot course - Air Force

PERSONAL INTERESTS

Surfing, Tennis, Soccer

All of the above information is confidential

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